

## BUSINESS DEVELOPMENT (DSCR-T)

### MISSION:

The Business Development strategy is to develop business opportunities that complement DSCR's core business. The objective of Business Development is to expand sales in a way that makes the most of DSCR's resources and capabilities. The question in Business Development is what ten things will have the most positive impact on DSCRs business base and what can be done to make them happen. The Business Development strategy is to expand business in three target areas:

1. PBL support to OEMs
2. PBL support to 3PL Providers
3. Tailored Logistics Solutions to include such services as Kitting and IPV
4. Business Development is highly cross-functional requiring close collaboration with internal and other DLA areas such as Strategic Material Sourcing Group, Financial Mgt, other ICPs, and DDC. With the focus on strategy, Business Development steers the direction of DSCR. The business opportunities developed today determines what DSCR will work on tomorrow.
5. A cross-functional Capture Team, led by a Capture Manager from the Business Development Office, develops each business opportunity. The Capture Teams utilize a four-step process when engaging a potential business opportunity. These steps can be modified slightly or some steps skipped if the business situation warrants. Once a business agreement is made the team transitions the project and moves on to develop new opportunities.
6. Interface with Vendor and/or Service ...to determine Business Opportunity/Service requirement.
7. Analyze business Opportunity...
8. Develop BCA and business filters to arrive at a Go/No Go decision and project priority.  
Develop Value
9. Negotiate Business Agreement.

